

**Financial Results Briefing for the  
Fiscal Year ended March 31, 2022: Q&A Summary  
(May 16, 2022)**

Q Why are you increasing your workforce?

A In addition to expanding our development pipeline in the future we are carrying out research into new technologies with the aim of providing even higher quality content. Further, in recent years the importance of staff who gather and analyze sales data has increased and as such we will continue to increase our workforce going forward.

Q Catalog sales have shown favorable growth, however going forward what is your image for annual unit sales and your pipeline strategy?

A In the long-term, we aim to achieve 100 million units in annual sales volume, keeping in mind the global game hardware installation base with a focus on the PC platform. In aiming for 100 million units in annual sales, we will continue to expand our development pipeline in order to steadily release high-quality new titles that will contribute to earnings continuously going forward.

Q Beyond licensing, tell me what you hope to achieve with in-house production of motion pictures in the Media business.

A With the recent adoption of streaming services, the distribution channels for movies, television series, etc. have increased. By leveraging our Media business, it has become possible now to globally grow awareness of a game's universe or brand. Going forward we will strengthen our brands and expand our annual sales volume by actively working on our Media business in conjunction with selling game software.

Q Tell me about your digital marketing strategy for future sales expansion.

A We are analyzing user demand by region, including factors such as price sensitivity, based on the global sales data we've collected via digital sales. Additionally, we want to bring our games to even more customers around the world by taking full advantage of synergies with our Media business.

Q What do you view as important in growing unit sales globally?

A With its large global install base, we believe carrying out support for the PC platform is important. We will continue to grow unit sales and our user base by pursuing expansion on each platform, including the PC.

- Q What plans do you have for utilizing your dormant IP?
- A We are currently putting together plans for our pipeline based on demand data from the market. Going forward, we will continue to take customers' wishes into consideration while devising our title lineup.
- Q What is your outlook for the video game market 10 years from now, and what sort of technology will you require to address this future environment?
- A We believe that in the market 10 years from now, content that utilizes virtual game spaces will be popular, with more real and active communication between players being carried out there. We will continue to closely monitor user demand while pursuing research for developing high-quality content that can capitalize on virtual spaces.
- Q You have stated that you believe PC to be an important platform. What measures do you have planned to grow your PC user base?
- A While producing high-quality content is a given, we believe that pursuing the Media business in parallel to game software sales will be effective in further raising brand awareness with users globally. We look to expand our PC user base by working to enhance brand value through the synergetic effects of games and movies.
- Q What are your thoughts regarding future organizational structure following the increase to your workforce?
- A While we currently carry out game development primarily in Development Division 1 and Development Division 2, we believe there may be room to expand our development organization in the future following further enhancement of our workforce.